

Message Text

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PAGE 01 VIENNA 07459 181535Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 COME-00 /021 W
-----030748 191131Z/10

R 181441Z AUG 78
FM AMEMBASSY VIENNA
TO SECSTATE WASHDC 7638
AMEMBASSY BONN
INFO AMCONSUL MUNICH

UNCLAS VIENNA 07459

PASS TO COMMERCE FOR ITA/ALP/OICR NEUHART
SECSTATE FOR EB/OCA-AZUCCA
BONN FOR E/C COONS COONTZ
MUNICH FOR MCCOWN

E.O. 11652: N/A
TAGS: BEXP, XT, AU
SUBJECT: WESTERN EUROPE E/C OFFICER CONFERENCE, SALZBURG

REF: (A) STATE 202171; (B) 207270

1. FOR BONN: OMATT NORMAN C. LABRIE WILL REPRESENT VIENNA. E/C COUNSELOR DWIGHT R. AMBACH WILL ALSO ATTEND IF HOME LEAVE SCHEDULE PERMITS; HOWEVER, HOTEL RESERVATION SHOULD NOT RPT NOT BE MADE FOR AMBACH.

2. FOR STATE/COMMERCE: EMBASSY WELCOMES ANNOUNCEMENT THAT GREATER EMPHASIS WILL BE PLACED ON POLICY DISCUSSION. PERHAPS ONE SESSION COULD BE TITLED: WHERE DO WE GO FROM HERE?: NATIONAL EXPORT POLICY VS. INCREASING RESTRICTIONS ON U.S. EXPORTERS. OBVIOUSLY, EXPORT EXPANSION TASK FORCE RECOMMENDATIONS SHOULD BE A MAJOR TOPIC ON AGENDA, PARTICULARLY IMPLICATIONS FOR POSTS.

3. OTHER TOPICS PROPOSED:
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--- A. OFFICER AND FSL POSITION LOSSES: IS A BELT-TIGHTENING IN THE CARDS? WHICH ACTIVITIES COULD BE CUT BACK?

--- B. THE MTN, AND POSSIBLE EFFECTS ON U.S. EXPORTS.

--- C. CERP: IS ALL THAT REPORTING REALLY NECESSARY?

--- D. CLARIFICATION OF U.S. POLICY ON REVERSE
INVESTMENT.

--- E. FEASIBILITY OF EXPANDING USG PROGRAMS TO PROMOTE
TOURISM.

--- F. FOREIGN BUYER PROGRAM: IF IT WORKS, SHOULD IT

NOT BE GIVEN ADDITIONAL RESOURCES?

--- G. FINALLY, WE WOULD LIKE TO SEE CONSIDERATION OF
NEW WAYS OF COMBINING THE RESOURCES OF POSTS WITH A
COMMON LANGUAGE, SIMILAR ECONOMIES AND MARKETING PRO-
PECTS (E.G. SWITZERLAND, FRG AND AUSTRIA) TO EXTRACT THE
MAXIMUM RESULTS FROM THESE RESOURCES. A MORE UNIFIED
EFFORT COULD, FOR INSTANCE, BOLSTER RECRUITMENT FOR THE
FOREIGN BUYER PROGRAM. DISCUSSION MIGHT ALSO FOCUS ON
A COMMON GERMAN-LANGUAGE INSERT TO EACH POST'S
COMMERCIAL NEWSLETTER (E.G. NEW PRODUCTS, TOURISM PRO-
MOTION).

4. PAST CONFERENCES HAVE INCLUDED SOME PARTICIPATION
BY FSL COMMERCIAL SPECIALISTS FRDM HOST-COUNTRY POST.
ALTHOUGH FSL PARTICIPATION MAY NOT BE CONTEMPLATED FOR
THIS CONFERENCE, WE THINK IT HIGHLY DESIRABLE THAT AT
LEAST ONE SPECIALIST FROM VIENNA ATTEND CONFERENCE.

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TO THIS EFFECT, EMBASSY NOMINATES PRINCIPAL COMMERCIAL
SPECIALIST, FSL-1 HEINZ IRSCHIK AND REQUESTS FUNDING
DATA FOR (IN-COUNTRY) TRAVEL. AS RESULT OF RECENT CUT
OF ONE E/C OFFICER POSITION, POST MAY HAVE TO ADD
SUBSTANTIALLY TO IRSCHIK'S ALREADY EXTENSIVE REPORTING
AND SUPERVISORY RESPONSIBILITIES. IF APPROVED, REQUEST
THAT BONN ADD IRSCHIK TO HOTEL COTTAGE RESERVATION
LIST WHEN POSSIBLE. BORG

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